Product Description	DIR Customer Discount	Description of MSRP
3COM:		
Product Category B	41.50%	Manufacturer Published MSRP
Product Category D	10.00%	Manufacturer Published MSRP
Product Category F	24.00%	Manufacturer Published MSRP
Product Category G	38.00%	Manufacturer Published MSRP
Product Category J	33.00%	Manufacturer Published MSRP
Maintenance	0.00%	Manufacturer Published MSRP
Adtran:		
Network Access	42.10%	Manufacturer Published MSRP
Netvanta, IQ 310	44.20%	Manufacturer Published MSRP
Channel Banks (TA 750, 850)	42.10%	Manufacturer Published MSRP
ACT 1500, Optical	34.70%	Manufacturer Published MSRP
Accessories	12.60%	Manufacturer Published MSRP
Tracer Unlicensed Radios	28.40%	Manufacturer Published MSRP
Perf. Mgmnt Software N-Command	23.10%	Manufacturer Published MSRP
Maintenance	15.70%	Manufacturer Published MSRP
AlterPoint:		
AlterPoint Products	15.00%	Manufacturer Published MSRP
Maintenance and Technical Support	5.00%	Manufacturer Published MSRP
APC:		
Power Protection Products (except AIS5000)	39.00%	Manufacturer Published MSRP
AIS5000 Products	18.00%	Manufacturer Published MSRP
Some products and services are priced on individual case basis -- Call for pricing	0.00%	Manufacturer Published MSRP
Aruba:		
Hardware - Powerdsine (PD-6000)	25.20%	Manufacturer Published MSRP
Hardware - all other	36.80%	Manufacturer Published MSRP
ArubaCare Premium Support - 18% of equipment list	5.20%	Manufacturer Published MSRP
ArubaCare Core Support - 15% of equipment list	5.20%	Manufacturer Published MSRP
Bluesocket:		
All Products	15.00%	Manufacturer Published MSRP
Bluesocket Support Services	15.00%	Manufacturer Published MSRP
Turin Networks (Carrier Access):		
Adit600, Widebank 28,Flexmaster Products	37.00%	Manufacturer Published MSRP
Adit3104	39.00%	Manufacturer Published MSRP
Adit3402,Adit3500,Axxius800	40.00%	Manufacturer Published MSRP
Freeway	31.00%	Manufacturer Published MSRP
Broadmore	16.00%	Manufacturer Published MSRP
Installation Services	30% - 38%	Manufacturer Published MSRP
Maintenance Service	0% - 5%	
Check Point:		
Software	38.00%	Manufacturer Published MSRP
Hardware	22.00%	Manufacturer Published MSRP
Software Support	5.00%	Manufacturer Published MSRP
Ciena:		
CN2000 Product Line	43.00%	Manufacturer Published MSRP
All Other Products	32.00%	Manufacturer Published MSRP

Services	10.00%	Manufacturer Published MSRP
Cistera:		
Hardware Products (CCS1500 & CCS2500):	9.00%	Manufacturer Published MSRP
Software Products	15.00%	Manufacturer Published MSRP
Appliances (CCS1000 & software)	5.00%	Manufacturer Published MSRP
ExtendTime Software Licenses Per Seat	8.00%	Manufacturer Published MSRP
ExtendTime Software Payroll Processing Interfaces	7.00%	Manufacturer Published MSRP
ExtendTime Software Maintenance & Support	0.00%	Manufacturer Published MSRP
ExtendTime Software Remote Training	0.00%	Manufacturer Published MSRP
ExtendTime Software Installation	0.00%	Manufacturer Published MSRP
Concerto Software:		
Enhanced Product Line, Media Kits, Software, Software Updates	40.00%	Manufacturer Published MSRP
Hardware	55.00%	Manufacturer Published MSRP
Documentation	5.00%	Manufacturer Published MSRP
Ensemble Pro Software	28.00%	Manufacturer Published MSRP
Ensemble Pro Hardware	0.00%	Manufacturer Published MSRP
Subscriptions and Maintenance	0.00%	Manufacturer Published MSRP
Education Services	10.00%	Manufacturer Published MSRP
Professional Services	0.00%	Manufacturer Published MSRP
Kentrox:		
CSUs	40.00%	Manufacturer Published MSRP
DSUs/CSUs	40.00%	Manufacturer Published MSRP
Service Point (DSUs)	42.00%	Manufacturer Published MSRP
AAC CellSMART Multi-Access Concentrators	40.00%	Manufacturer Published MSRP
Access Routers	38.00%	Manufacturer Published MSRP
Network and Element Mgt	22.00%	Manufacturer Published MSRP
Shelves and Mounting Equipment, CSU-Controllers/Shelf Interface, Accessories	5.00%	Manufacturer Published MSRP
Maintenance	5.00%	Manufacturer Published MSRP
Training	0.00%	Manufacturer Published MSRP
Leviton - Cabling Materials		
All Products	35.00%	Manufacturer Published MSRP
LiteScape:		
Software	25.00%	Manufacturer Published MSRP
Maintenance	0.00%	Manufacturer Published MSRP
Mirage Networks:		
Hardware	18.00%	Manufacturer Published MSRP
Maintenance	12.00%	Manufacturer Published MSRP
Installation	5.00%	Manufacturer Published MSRP
Training	5.00%	Manufacturer Published MSRP
Mohawk - Cabling Materials		
All Products	35.00%	Manufacturer Published MSRP
Molex - Cabling Materials		
All Products	35.00%	Manufacturer Published MSRP
Nokia Routers:		
Category A	32.00%	Manufacturer Published MSRP
Category B	12.00%	Manufacturer Published MSRP
Category D	12.00%	Manufacturer Published MSRP

Category L	12.00%	Manufacturer Published MSRP
Category K	18.00%	Manufacturer Published MSRP
Support Services	5.00%	Manufacturer Published MSRP
Nortel Networks:		
Voice Related Products (Dropship)	33.00%	Manufacturer Published MSRP
Nortel VoIP (Front Market)	50.00%	Manufacturer Published MSRP
Nortel TDM (Front Market)	45.00%	Manufacturer Published MSRP
Nortel BCM (Front Market)	45.00%	Manufacturer Published MSRP
Nortel VoIP (After Market)	45.00%	Manufacturer Published MSRP
Nortel TDM (After Market)	40.00%	Manufacturer Published MSRP
Nortel BCM (After Market)	35.00%	Manufacturer Published MSRP
Passport 6400,7400,8100,15000	38.00%	Manufacturer Published MSRP
Advanced Video	5.00%	Manufacturer Published MSRP
VPN Router	32.00%	Manufacturer Published MSRP
Multi-Protocl Routers, MENET, ENET SWTCH, NetMgt, ADV Remote Nodes,App Swtch, SWtch FRWAL,Mult SVc Rtr, Pass, Baystack, ENET Rtrs, Acc Node, Backbone Node	38.00%	Manufacturer Published MSRP
Accessories & Miscellaneous (All categories)	15.00%	Manufacturer Published MSRP
Nortel Maintenance	0.00%	Manufacturer Published MSRP
Nortel Networks Training provided by Global Knowledge: Web Development and Programming Virtual/Self Paced, Web Basics Virtual/Self Paced, Unix Virtual/Self Paced, Software Engineeering Virtual/Self Paced, Security Virtual/Self Paced, Professional Skills Virtual/Self Paced, Networking & Telephony Virtual/Self Paced, Microsoft Virtual/Self Paced, Cisco Self Paced	25.00%	Manufacturer Published MSRP
Nortel Networks Training provided by Global Knowledge: Web Development and Programming Classroom, Web Basics Classroom, Unix Classroom, Software Engineeering Classroom, Security Classroom, Professional Skills Classroom, Networking & Telephony Classroom, Microsoft Classroom, Cisco Virtual,	15.00%	Manufacturer Published MSRP
Nortel Networks Training provided by Global Knowledge: Oracle Classroom, Microsoft Bootcamps, Cisco Classroom	15.00%	Manufacturer Published MSRP
Nortel Networks Training provided by Global Knowledge: Software Engineeering Virtual On-Site	10.00%	Manufacturer Published MSRP
Nortel Networks Training provided by Global Knowledge: Oracle On Site, Nortel On Site/Classroom	5.00%	Manufacturer Published MSRP
Nortel Networks Training provided by Global Knowledge: Red Hat Classroom, Nortel Virtual/Self Paced, Foundstone Classroom, Cisco Bootcamps and selected classes	0.00%	Manufacturer Published MSRP
Nortel Networks Training provided by Global Knowledge: Web Development and Programming Bootcamps	0% - 10%	Manufacturer Published MSRP
Nortel Networks Training provided by Global Knowledge: Security Bootcamps	15.00%	Manufacturer Published MSRP
Panduit - Cabling Materials		
All Products	35.00%	Manufacturer Published MSRP
Zhone (Paradyne)		
ADSL2+, Reach DSL (LOW)	10% - 40%	Manufacturer Published MSRP
FM3000 Carrier, 3500 NonManaged DSU, 3600 Managed DSU, 3800 Dial Modem (LOW)	5% - 40%	Manufacturer Published MSRP
Splitters and filters (LOW)	0% - 42%	Manufacturer Published MSRP
T1 IMA Cards, MCP/MCC, 8600 and 8820 chassis, SCP, SCM, IMARK, Frame-IDSL, G.SHDSL, T3/FT3/DSU	42.00%	Manufacturer Published MSRP
GrandSlam 4200	42.00%	Manufacturer Published MSRP
Network Extender	24.00%	Manufacturer Published MSRP
Network Management Software	22.00%	Manufacturer Published MSRP
SHDSL Endpoint	0.00%	Manufacturer Published MSRP

Miscelleneous	8.00%	Manufacturer Published MSRP
Tech Services	2.00%	Manufacturer Published MSRP
Plantronics:		
Plantronic Products	25% - 50%	Manufacturer Published MSRP
Polycom (Voice Products Only): Including Spectralink		
Discount Tiers & Category Codes		
Tier 0.99 & or category NS.99	0.00%	Manufacturer Published MSRP
Tier 2 & or category TRN.1	5.00%	Manufacturer Published MSRP
Tier 4,6 & or CategoryAud.2 & .3	24.00%	Manufacturer Published MSRP
Tier 5	20.00%	Manufacturer Published MSRP
Tier 7 & or Category PDC.8, Vid 2 & 3, SW1	30.00%	Manufacturer Published MSRP
Tier 8 & or Category IPWR.1 & .3, Vid 4, Aud4	35.00%	Manufacturer Published MSRP
Tier 9 & or Category Aud.5, NS2	40.00%	Manufacturer Published MSRP
Tier 10 & or Category Aud.6, NS1	45.00%	Manufacturer Published MSRP
Tier 11 & or Category Aud.1, .7, & .10	48.00%	Manufacturer Published MSRP
Tier 13 & or Category Vid.1	50.00%	Manufacturer Published MSRP
ScanSoft:		
ScanSoft Software	40.00%	Manufacturer Published MSRP
Professional Services	0.00%	Manufacturer Published MSRP
Systimax - Cabling Materials		
All Products	35.00%	Manufacturer Published MSRP
Telco Systems:		
Edgelink 100 T1/E1, STS/T1, 100XT, Edgelink OTM 1000, Ring Application switches, routing switches, ethernet/FE transceivers, Edgelink Hub	42.00%	Manufacturer Published MSRP
Access 60	45.00%	Manufacturer Published MSRP
Edgelink 300	40.00%	Manufacturer Published MSRP
Operating Software is priced on an individual case basis -- please call for custome pricing	0.00%	Manufacturer Published MSRP
Miscellaneous (i.e cable,pwr)	20.00%	Manufacturer Published MSRP
Installation & Maintenance (pricing is ICB)	10.00%	Manufacturer Published MSRP
Proxim (Terabeam)		Manufacturer Published MSRP
Terabeam/PROXIM Products	15.00%	Manufacturer Published MSRP
Professional Services	5.00%	Manufacturer Published MSRP
Maintenance and Extended Warranty	20.00%	Manufacturer Published MSRP
Verilink/Larscom:		
Verilink/Larscom Equipment	38.00%	Manufacturer Published MSRP
Services	8.00%	Manufacturer Published MSRP
Fluke Networks (Only Visual Networks products)		
Hardware & Software	40.00%	Manufacturer Published MSRP
Hardware Warranty & Software Maintenance	5.00%	Manufacturer Published MSRP
AT&T Services:		
AT&T Staging	10.00%	
AT&T Installation	10.00%	
AT&T Project Management	10.00%	
AT&T Telephony Site Survey	10.00%	
AT&T Wireless Site Survey and Assessment	5.00%	
AT&T Rapid Assessment - Essential	5.00%	

AT&T Rapid Assessment - Complete	10.00%	
AT&T Structured Cabling Services	10.00%	
AT&T Professional Services:		
Advanced Infrastructure - Application Profiling and Modeling	5.00%	
Advanced Infrastructure - Content Networking Planning, Design and Implementation	5.00%	
Advanced Infrastructure - Level III TCO	5.00%	
Advanced Infrastructure - Network Assessment	5.00%	
Advanced Infrastructure - Network Design and Implementation	5.00%	
Advanced Infrastructure - Quality of Service (QoS) PDI	5.00%	
Advanced Infrastructure - Storage Networking PDI	5.00%	
Advanced Infrastructure - Whiteboard Session	5.00%	
Advanced Infrastructure - Wireless PDI	5.00%	
Advanced Infrastructure - Wireless Site Survey	5.00%	
Convergence - Contact Center PDI	5.00%	
Convergence - IP Telephony PDI	5.00%	
Convergence - IPT Readiness Assessment	5.00%	
Convergence - IVR / Applications PDI	5.00%	
Convergence - Level III TCO	5.00%	
Convergence - Telecom Strategy	5.00%	
Convergence - Video over IP Readiness Assessment	5.00%	
Convergence - Whiteboard Session	5.00%	
Data Center Solutions – Data Center Relocation & Consolidation Program Development	5.00%	
Data Center Solutions – Data Center Relocation & Consolidation Program Management	5.00%	
Data Center Solutions – Data Center Capability Assessment	5.00%	
Enterprise OS - Level III TCO	5.00%	
Enterprise OS - Messaging & Microsoft Exchange	5.00%	
Enterprise OS - Network Services Infrastructure (DNS, DHCP, WINS)	5.00%	
Enterprise OS - Server Consolidation, Virtualization, and Storage	5.00%	
Enterprise OS - Whiteboard Session	5.00%	
Enterprise OS - Windows Operations Management & Security	5.00%	
Enterprise OS - Windows Server & Active Directory Architecture	5.00%	
Ops Management - Business Process Design and Optimization	5.00%	
Ops Management - Level III TCO	5.00%	
Ops Management - Operations Center Design & Implementation	5.00%	
Ops Management - Operations Strategy & Roadmap	5.00%	
Ops Management - Operations Transition Planning	5.00%	
Ops Management - Technology Architecture and Integration	5.00%	
Ops Management - Whiteboard Session	5.00%	
Project Management	5.00%	
Security - Business Continuity and Risk Assessment	15.00%	
Security - Information Security Policy Development	15.00%	
Security - Level III TCO – Security	15.00%	
Security - Penetration Testing	15.00%	
Security - Regulatory Compliance Assessment	15.00%	
Security - Security PDI	15.00%	
Security - Vulnerability Assessment	15.00%	
Security - Whiteboard Session	15.00%	